

2006 Small Business Awards

Help us recognize outstanding leaders in the small business community...

SBA's Michigan District Office is now accepting nominations for its 2006 Small Business Awards, including the Michigan Small Business Person of the Year.

The process is simple:

- **Submit a one-page preliminary nomination letter, in any format, to the District Office no later than November 15.**
- Those who advance to the final selection stage will be asked to submit a more detailed nomination packet.

All award winners will be honored at the **Second Annual Michigan Celebrates Small Business Entrepreneurial Awards Event** on April 19, 2006 and will be in contention for SBA's national awards.

A list of our awards is attached. If you have any questions, please call the Michigan District Office at (313) 226-6075 x279.

Send your nominations to: SBA, Attn: District Director, 477 Michigan Avenue, Room 515, Detroit, MI 48226.



Small Business Awards

Small Business Person of the Year

An individual who owns and operates or bears principal responsibility for operation of a small business. Partners who jointly own and operate a business may be nominated as a “team” so long as the team consists of four or fewer individuals.

Exporter of the Year

Any individual who owns and operates a small business engaged in exporting.

Family-Owned Small Business of the Year

Nominees must serve as a majority owner and operator or bear principal responsibility for operating a family-owned and operated small business with at least a 15-year track record, which has been passed from one generation to another.

Young Entrepreneur of the Year

Any individual who serves as a majority owner and operates or bears principal responsibility for operating a small business with at least a three year track record, and who will not have reached the age of 30 by June 1, 2006.

Evaluation Criteria

Since the small business awards listed above are judged on the following criteria, your preliminary one-page nomination letter should address them, especially numbers one through four:

- 1. Growth in number of employees** - a benchmark to judge the impact of the business in the job market.
- 2. Increase in sales and/or unit volume** - an indication of continued growth.
- 3. Financial performance** - companies that have not shown a profit will score poorly here.
- 4. Staying power** - a substantiated history as an established business. Companies less than five years old will not score well here.
- 5. Current and past financial reports** - financial statements for the last three years to substantiate the improved financial position of the business.
- 6. Innovativeness of product or service** - an illustration of the creativity and imagination of the nominee.
- 7. Response to adversity** - examples of problems faced by the nominee's business and the methods used to solve them.
- 8. Contributions by the nominee to aid community-oriented projects** - evidence of the use of his/her personal time and resources.

Small Business Champion Awards

Financial Services Champion of the Year

An individual who assists small businesses in obtaining financing directly or through advocacy efforts to increase the availability of accounting or financial services.

Home-Based Business Champion of the Year

An individual who has experienced the rewards and difficulties of home-based businesses and has dedicated efforts towards improving the climate for these businesses. Nominees must be either a current or former home-based business owner.

Michigan Small Business Counselor of the Year

An award to honor the outstanding contributions from an individual SCORE, MI-SBTDC or WBC business counselor. This individual should be one who repeatedly goes above and beyond the call of his or her job with assisting the local small business community.

Minority Small Business Champion of the Year

An individual who works in support of minority entrepreneurship. This may include identifying needs of minority business owners and creating programs, etc. to meet that need.

Small Business Journalist of the Year

Journalists representing TV, radio, electronic or print media who have made a concerted effort to increase public awareness of the importance of small business.

Veteran Small Business Champion of the Year

Individuals who work to advance small business opportunities for veterans of the U.S. armed forces.

Women In Business Champion of the Year

Individuals who work to advance issues of women in business. This may include identifying needs of women in business and creating programs, etc. to meet that need.

Innovation Award

To be eligible for this award, the product or service must have been developed by the applicant and earned revenue for the first time during the year of 2005. Please provide a brief description of the following: product/service; the marketplace the product or service meets; evidence of satisfying the market need; the advantage over similar or previous versions of this product; how the product benefits Michigan's economy; and why the product/service is unique. *(While this is not an SBA award, it will be presented at the Michigan Celebrates Small Business Entrepreneurial Awards Event.)*